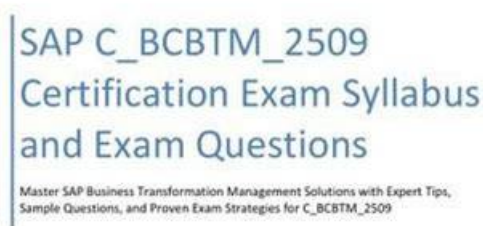


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This comprehensive guide helps candidates prepare for the SAP Certified Associate - Positioning SAP Business Transformation Management Solutions (C-BCBTM-2509) exam. It covers key areas such as SAP BTM<sup>®</sup> methodology, SAP Signavio, SAP LeanIX, and WalzMe. The guide includes topic breakdowns, success factors for transformation, and detailed sample questions with answers. Perfect for consultants and professionals aiming to master SAP Business Transformation practices and achieve certification success.

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## SAP C-BCBTM-2509 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>Positioning SAP Business Transformation Management Solutions: This section of the exam measures the skills of SAP Solution Consultants and focuses on understanding how to position SAP Business Transformation Management solutions within diverse enterprise environments. It covers identifying the value proposition of these solutions, aligning them with customer transformation strategies, and demonstrating how they support business agility and operational excellence through data-driven insights and process optimization.</li></ul> |
|         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |

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|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 2 | <ul style="list-style-type: none"> <li>Understanding Business Transformation: This section of the exam evaluates the abilities of Business Transformation Advisors and covers the fundamental principles of business transformation in the digital age. It emphasizes recognizing transformation drivers, defining strategic objectives, and integrating technological innovations into organizational change processes. Candidates are expected to understand how SAP tools and methodologies enable efficient transformation planning, execution, and sustainability across various industries.</li> </ul>                  |
| Topic 3 | <ul style="list-style-type: none"> <li>Understanding WalkMe: This section of the exam evaluates the competencies of Digital Adoption Specialists and covers the role of WalkMe within the SAP ecosystem. It focuses on how WalkMe enhances user experience, drives digital adoption, and simplifies workflows across SAP solutions. Candidates learn how WalkMe guidance and automation tools support end-users in navigating complex SAP applications, ultimately improving productivity, engagement, and system utilization.</li> </ul>                                                                                     |
| Topic 4 | <ul style="list-style-type: none"> <li>Understanding SAP Signavio and SAP LeanIX Solutions: This section of the exam measures the expertise of Enterprise Architects and focuses on the core concepts of SAP Signavio and SAP LeanIX. It includes understanding how these solutions enhance enterprise architecture management, process intelligence, and business process transformation. Learners explore how SAP Signavio provides visibility into business processes and how SAP LeanIX supports IT landscape transparency, allowing organizations to improve alignment between business goals and IT systems.</li> </ul> |

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## SAP Certified Associate - Positioning SAP Business Transformation Management Solutions Sample Questions (Q29-Q34):

### NEW QUESTION # 29

How does SAP differentiate itself from competitors in the area of business transformation?

- A. By avoiding collaboration with ecosystem partners and other stakeholders.
- B. By focusing on traditional methodologies without leveraging data-driven insights.
- C. By limiting transparency and accessibility of insights and recommendations.
- D. By providing a comprehensive suite of capabilities across all project phases with high integration.

**Answer: D**

Explanation:

SAP distinguishes itself in the transformation landscape through its comprehensive and fully integrated suite of Business Transformation Management (BTM) solutions. This suite connects business process intelligence (SAP Signavio), enterprise architecture management (SAP LeanIX), and digital adoption (WalkMe) into one end-to-end transformation framework.

"SAP differentiates itself by offering a comprehensive suite of integrated capabilities that cover every phase of business transformation - from discovery and design to implementation and adoption." Reference:

Unlike competitors that provide isolated tools, SAP enables continuous, data-driven transformation through unified visibility across business, IT, and adoption layers.

"SAP's integrated transformation platform supports data-driven insights, ecosystem collaboration, and transparency throughout the transformation journey." Incorrect Options:

A: SAP promotes transparency, not limits it.

B: SAP actively collaborates with partners (e.g., WalkMe, LeanIX, Signavio).

D: SAP uses modern, insight-driven approaches - not traditional static ones.

Verified Correct answer: C: By providing a comprehensive suite of capabilities across all project

### NEW QUESTION # 30

What primary issue does WalkMe's solution aim to solve for customers?

- A. Difficulty in maintaining accurate financial records
- **B. Challenges in adopting and effectively using digital tools**
- C. High employee turnover rates
- D. Need for upgrading physical infrastructure in organizations

**Answer: B**

Explanation:

The WalkMe Digital Adoption Platform (DAP), which is integrated into SAP's Business Transformation Management (BTM) solutions, primarily addresses the challenge of digital adoption - helping users effectively utilize enterprise software and workflows. "WalkMe is designed to eliminate user friction with digital systems by providing contextual, in-application guidance and automation that accelerates digital adoption." Reference:

The main problem WalkMe solves is difficulty in adopting and effectively using digital tools, which directly impacts productivity, process efficiency, and transformation success.

"Organizations struggle with the complexity of modern applications; WalkMe's solution enables users to navigate and complete digital processes successfully without training dependency." Options B, C, and D do not represent the platform's focus:

WalkMe is not an HR solution to reduce turnover (B).

It does not manage physical infrastructure (C).

It does not handle financial record accuracy (D).

The central goal, as reinforced in SAP BTM documentation, is to bridge the gap between technology implementation and effective user adoption - making A the correct and verified answer.

### NEW QUESTION # 31

What roles do SAP Business Transformation Management solutions play in transformation scenarios?

(Note: There are 2 correct answers to this question.)

- **A. They support change management.**
- B. They analyze as-is processes and IT landscapes only.
- **C. They provide a data-driven approach for Enterprise Observability.**
- D. They are limited to the operate phase of transformations.

**Answer: A,C**

Explanation:

SAP Business Transformation Management (BTM) Solutions are designed to guide organizations through the complete transformation lifecycle, from strategy and planning to implementation and adoption. They combine process analysis, enterprise architecture management, and user adoption capabilities through solutions such as SAP Signavio, SAP LeanIX, and WalkMe.

"SAP's Business Transformation Management Solutions deliver an integrated, data-driven foundation that provides visibility, transparency, and governance across all phases of business transformation while supporting organizational change management."

Reference:

Supporting Change Management (Answer B):

A core objective of SAP BTM solutions is to enable and sustain change across people, processes, and technology. Through SAP Signavio's collaborative design tools and WalkMe's adoption capabilities, organizations can manage stakeholder engagement, communication, and behavior alignment effectively.

"BTM Solutions provide tools to manage the human side of transformation, ensuring that employees adapt successfully to new processes and technologies." Providing a Data-Driven Approach for Enterprise Observability (Answer C):

BTM Solutions deliver data-based visibility into business and IT landscapes through SAP LeanIX and SAP Signavio integration. This allows organizations to observe and measure transformation progress, dependencies, and business value using live data.

"SAP BTM Solutions integrate business process intelligence with enterprise architecture management, providing a data-driven approach to enterprise observability for informed transformation decisions." Why Other Options Are Incorrect:

A: Incorrect - BTM Solutions are not limited to the operate phase; they span discover, design, deliver, and run phases of transformation.

D: Incorrect - They analyze both as-is and to-be states to enable continuous improvement and future-state optimization.

Therefore, the verified and correct answers according to SAP BTM documentation are:

B: They support change management.

C: They provide a data-driven approach for Enterprise Observability.

### NEW QUESTION # 32

What are the main value drivers of SAP Business Transformation Management solutions?

(Note: There are 2 correct answers to this question.)

- A. They enable customers to discover, analyze, and scope optimization potential during daily operations.
- B. They help generate insights into both processes and applications and their dependencies.
- C. They provide advanced capabilities for blockchain development and cryptocurrency management.
- D. They manage physical inventory in warehouses and real-time transaction processing for retail environments.

**Answer: A,B**

Explanation:

SAP Business Transformation Management (BTM) solutions deliver value by providing visibility, analytics, and optimization across business processes and IT systems. They integrate SAP Signavio, SAP LeanIX, and WalkMe to enable organizations to understand dependencies, identify inefficiencies, and accelerate transformation initiatives.

"SAP BTM solutions help enterprises gain comprehensive insights into processes, applications, and dependencies, enabling them to discover, analyze, and optimize their operations continuously." Reference:

Generating Insights into Processes and Applications (Answer C):

SAP Signavio and LeanIX together provide a data-driven foundation that helps identify how processes and applications interact, uncovering optimization opportunities and transformation risks.

"By linking process intelligence with enterprise architecture management, SAP BTM solutions generate deep insights into process flows, system dependencies, and business value realization." Discovering and Scoping Optimization Potential (Answer D):

The BTM suite empowers users to continuously monitor performance and identify improvement opportunities during daily operations through analytics and observability.

"SAP BTM enables organizations to discover, analyze, and scope optimization potential within their daily business operations using integrated analytical capabilities." Incorrect Options:

A: Inventory and retail transaction management are handled by SAP S/4HANA and not part of BTM.

B: Blockchain and cryptocurrency management are not components of the BTM solution portfolio.

Therefore, the verified and correct answers as per SAP BTM documentation are:

C: They help generate insights into both processes and applications and their dependencies.

D: They enable customers to discover, analyze, and scope optimization potential during daily operations.

### NEW QUESTION # 33

What is the primary function of SAP Signavio Process Insights?

- A. It is the collaborative process mining solution for experience data analysis.
- B. It is the single source of truth for business processes within any organization.
- C. It performs cloud-based professional process modeling based on best practices content.
- D. It analyses SAP processes to identify process weaknesses and improvements.

**Answer: D**

Explanation:

SAP Signavio Process Insights is part of the SAP Signavio Business Transformation Suite and focuses on analyzing SAP business processes using live system data. It automatically identifies inefficiencies, bottlenecks, and opportunities for process improvement across SAP ERP and S/4HANA systems.

"SAP Signavio Process Insights analyzes SAP system data to identify process performance issues, weaknesses, and areas for improvement while providing recommendations for optimization." Reference:

It provides actionable process metrics, benchmarks against best practices, and suggestions for transformation initiatives.

"The solution offers automated process analysis and best-practice-based insights to help organizations achieve continuous improvement and business excellence." Incorrect Options:

A: Process mining is a function of SAP Signavio Process Intelligence, not Process Insights.

C: Process modeling is handled by SAP Signavio Process Manager.

D: "Single source of truth" is best represented by SAP Signavio Collaboration Hub.

Verified Correct answer: B: It analyses SAP processes to identify process weaknesses and

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